

Message Text

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ORIGIN COME-00

INFO OCT-01 NEA-11 ISO-00 EB-08 /020 R

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COM/OIM/SAD/WLALE
STATE/NEA/RA/ROPRICKETT (PHONE)
-----025558 230628Z /21

R 222102Z JUN 78
FM SECSTATE WASHDC
TO USINT BAGHDAD
AMEMBASSY JIDDA
INFO AMCONSUL DHAHRAN
USLO RIYADH

UNCLAS STATE 159375

E.O. 11652:N/A

TAGS: BEXP, XF

SUBJECT:MAR 79 HEALTH CARE INDUSTRIES SPECIALIZED MISSION

REFS: A) BAGHDAD 1223 B) 77 USDOC 24287 C) 77 MANAMA 2404
(NOT SENT RIYADH D) BAGHDAD 1917 E) 77 STATE 249122

1. REQUEST POSTS PROVIDE FOLLOWING RECOMMENDATIONS AND
DATA FOR INCLUSION INUSDOC PLANS PACKAGE FOR SUBJECT
SPECIALIZED MISSION:
A. CITIES TO BE VISITED AND DURATION IN EACH CITY.
B. PRODUCTS TO BE FEATURED AND SALEABILITY PROSPECTS.
MISSION THEME PRODUCTS INCLUDE DIAGNOSTIC, SURGICAL, AND
THERAPEUTIC EQUIPMENT AND INSTRUMENTATION; SPECIALIZED
ELECTROMEDICAL AND ELECTROTHERAPEUTIC APPARATUS; NUCLEAR
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MEDICAL INSTRUMENTS; MEDICAL AND DENTAL X-RAY APPARATUS;
DENTAL, OPHTHALMIC, AND VETERINARY INSTRUMENTS AND EQUIP-
MENT, INCLUDING HAND INSTRUMENTS; MECHANICAL PHYSICAL
THERAPY, ORTHOPEDIC, AND RESPIRATORY APPLIANCES; "CLEAN"
ROOMS," MEDICAL FURNITURE, AND RELATED HOSPITAL EQUIPMENT;
PARTS AND ACCESSORIES FOR THE FOREGOING EQUIPMENT; HEARING
AIDS; SPECTACLE PARTS; ARTIFICIAL TEETH; X-RAY FILM AND

PLATES.

C. IMPORT/EXPORT/PRODUCTION/CONSUMPTION (SIZE OF MARKET) FIGURES FOR MISSION-RELATED PRODUCTS AND U.S. MARKET SHARES.

D. IMPORT DUTIES, PRICING FACTORS, AND TRADE AND CURRENCY RESTRICTIONS.

E. MAJOR FOREIGN COMPETITION, BY COUNTRY AND MANUFACTURER.

F. RECENT AND FUTURE PROMOTIONAL EVENTS AND LOCAL HOLIDAYS THAT MAY CONFLICT WITH MISSION TIMING.

G. MAJOR PROJECTS OR DEVELOPMENT PLANS RELATED TO MISSION THEME GOODS OR SERVICES.

H. WORLD BANK AND SIMILAR LOANS/INVESTMENTS RELATED TO MISSION GOODS OR SERVICES.

I. U.S FIRMS RELATED TO MISSION GOODS OR SERVICES WITH THEIR OWN OFFICES IN YOUR AREA.

2. INFORMATION PROVIDED WILL BE USED TO ATTRACT MISSION PARTICIPANTS. THUS, REPLIES IN SOME DEPTH WILL BE APPRECIATED. REFERENCES TO ANY EARLIER MESSAGES SENT TO STATE/USDOC ON MISSION GOODS OR SERVICES WILL BE ACCEPTABLE, PROVIDED REFERENCED INFORMATION REMAINS CURRENT.

3. PLEASE ALSO PROVIDE AVAILABILITY AND COST DATA, WITH UNCLASSIFIED

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ACCOMPANYING RECOMMENDATIONS, FOR THE FOLLOWING ITEMS:

A. VISA REQUIREMENTS.

B. SINGLE/DOUBLE HOTEL ROOMS FOR MISSION MEMBERS AND SUITE FOR MISSION DIRECTOR.

C. LANGUAGE REQUIREMENTS FOR MISSION MEMBERS AND RELATED PRINTED MATERIALS.

D. INTERPRETER-TRANSLATOR SERVICES FOR MISSION MEETINGS AND PRINTED MATTER (BROCHURES, FLYERS, INVITATIONS).

E. LOCAL PHOTOGRAPHER TO PRODUCE APPROXIMATELY TWO DOZEN BLACK AND WHITE ACTION SHOTS OF MISSION ACTIVITIES.

F. MISSION-SPONSORED RECEPTION, PREFERABLY AT HOME OF CHIEF OF MISSION OR DCM.

G. MISCELLANEOUS ITEMS, SUCH AS SECRETARY-RECEPTIONIST FOR MISSION BUSINESS INFORMATION CENTER, TELEX AND TELEGRAPH SERVICES.

4. FOR JIDDA: PLEASE RECALL REF (C) EXPRESSION ON INTEREST IN MISSION VISIT TO BAHRAIN, SHOULD FEWER THAN THREE STOPS IN SAUDI ARABIA BE RECOMMENDED.

5. REQUEST ABOVE INFORMATION BE SENT TO USDOC BEFORE 15 AUGUST. VANCE

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